

The Latkin Idea— Save the middlemen's profits by dispensing with their services.

Collect Larkin Premiums and get This catalog and memoirs thru Ce

makers—in one sum (\$10.00) through our marvelously peronce a year for a full year's fect and unique organization. supply of Soaps, \$10.00 worth Merchants cannot increase, at retail prices, and receive in any way, the value of goods, the entire benefit of the saving but each must have a profit if of middlemen's profits, in a you employ their services as valuable premium, free, which, middlemen. The manufacturer if purchased from a retail deal- alone adds value to his products, er, would itself cost another the middlemen add only to the \$10.00.

The Larkin idea not only soaps, but the purchasing power jobber, traveling salesmen of premium, for that also is stripped in two lines of trade, that of of the entire profits and ex- soap, and the premium you sepenses of "middlemen," only lect. The Government Cenactual cost to produce in enor- sus Bureau shows the annual mous quantities at factories de- salaries and expenses of travelvoted to their making being ing salesmen alone to be more paid for by you.

money will pay for elsewhere, physicians of this country. This. and our methods give you the enormous expense, and much premium without cost to you more, must be included in the or us.

Only those already our cususer of the tomers - and they are every-LARKIN SOAPS where ready to endorse us is a proof of realize the increased buying wise economy value that ten dollars have when and progress- wisely used in co-operation with ive thought. Forehanded, the ten dollars from each of a thrifty people pay us — the hundred thousand other people

cost. "From factory to family" saves you the several profits and saves half the retail cost of your expenses of the retail dealer, the of this saving is doubled in a manufacturer and jobber, etc., than double the combined in-You get twice what your come of all clergymen and retail price of the goods they sell. est of Elbert Hubbard Story Too. tury House, Watkins Glen, N.Y...

> WE only ask to send you the company of premium you select and a everything we Combination Box, and if, after ship. thirty days' trial you are fully The mails satisfied, you can pay the bill make us all -\$10.00. But if you are not, neighbors. To if our description of the premi- deal with us to your entire more?

all extras named a nice present for the lady of the house, the benefit of the saving in bookkeeping and collecting. Where boxes are paid for in advance, we All other orders are filled in their if the Combination Case or Mercantile Agencies. Premium does not prove all expected. We guarantee the safe delivery by transportation

Our Liberal Terms. We do not ask you to remit in advance.

W W W W W W W

um you receive, or the soaps, satisfaction no knowledge of etc., leads you to expect any- business methods is needful. thing different than you find it, We require only that your orno charge will be made for what | ders and all correspondence be you have used in trial, and we always signed with the name of will take the goods away at our the head of the family, and, if own expense. How can we do those not engaged in business for themselves, will, in sending Many people prefer to send their first order, give the name cash with order (thus requiring of a banker or any established only one letter); we do not ask | business firm to whom they are it, but if you remit in advance known or by whom employed you will receive in addition to it will insure prompt shipment. Nearly all delays in shipping are caused by lack of attention to these simple requests.

We can refer you to thousands, many of whom are in your vicinship day after order is received. ity, who have used the Larkin Soaps for many years; also any regular turn. Money remitted of the Buffalo, New York or in advance will be refunded Chicago Banks, or any Banker without argument or comment in the United States. Also

The Larkin Soap Mfg. Co., Buffalo, N. Y.

You must have Soap. Lit is an absolute necessity—the only question is, w

valuable premiums we offer free, without expense to us. or will you give the retailer its equivalent?" A great many "Sweet Home" Family Soap thousand householders are annually profiting by the Larkin plan of selling direct from the factory to the consumer. Our goods and methods are well known to many families at nearly every Post-office east of the Rocky Mountains. Our soaps are sold entirely on their merits, with a guarantee of purity.

We have manufactured soaps in Buffalo, N. Y., for 22 years, during which time our floor area has increased from 2,600 to 176,000 square feet, and now operate one of the very largest and best-equipped plants in this country, having a capacity of over thirty million pounds a year.

Through our facilities for manufacturing soaps in immense quantities at low cost and for distributing them economically direct to the family, and

WILL you because we use to such good save the advantage the saving made by profit or give it your co-operation with us, you to the retailer? receive twice as much as your Will you have money would pay for in the ordione of the nary way, which helps you

Is an absolutely pure laundry soap, sweet and wholesome, made from refined tallow and vegetable oils. It is scientifically complete, lathers very freely, and will do thoroughly and easily all work for which good soap is designed. It is a labor saver, and is agreeable to the most sensitive skin. Our customers everywhere appreciate its great superiority and economy over soaps "made to sell," which are freely adulterated with "make weights" silex, powdered rock, etc., causing them to break in many pieces in use.

If you will send us the names, correctly and fully written on a separate sheet of paper, with your name and address thereto, of ten of your nearest neighbors, heads of families (not dealers in soap), whom you know to be amply able to buy our goods and pay for them, and four cents in stamps, we will send a nice little present for your trouble.

Our Superfine Toilet Soaps.

In decided contrast to the wise economy of the Larkin methods in the conduct of our business departments, is the almost lavish expenditure in our toilet soap works. Nowhere else do we more liberally observe the proverb, "There is that which scattereth, and yet increaseth, and there is that which withholdeth more than is meet, but it tendeth to poverty."

The purest soap scientifically saponified and medicated, absolutely neutral and bland, producing an emollient, profuse,

creamy lather.

Some people think imported toilet soaps must be the best, but ours are the peer in purity. and antiseptic and dermatological qualities of any soaps, at any price, from any source whatsoever. Our Modjeska fume is derived by consummate housecleaning. Has no equal. cious and expensive odors of the is a blessing to every housethe jasmine and orange blos- for the hands, and cannot possoms, gathered from the culti- sibly injure the finest fabric.

vated fields of France, of Italy and of Algiers.

Our soaps contain no free alkali, and all moisture is perfectly abstracted by the French "Milling Process," which also insures full fragrance until they wear to a wafer. They have nothing in common with the majority of alleged toilet soaps sold by the trade to-day, which are imperfectly saponified, cheaply and carelessly made from inferior materials by incapable men, who allow them to contain hurtful free alkali, and perfume them with various cheap artificial "perfumes" made in this country from a residuum of coal tar.

Boraxine—"A Laundry Luxury."

For cleaning woodwork, washing dishes, dairy utensils, Complexion Soap is not excelled removing grease spots or stains by any made. Its subtile per- from carpets, etc., or general skill from the rich spices of Used in soaking clothes it saves Arabia combined with the deli- half the labor of washing, and rose, the violet, the geranium, keeper who uses it. It is pleasant

Our Great Com-
bination Box. 2
List of Contents Enough to last an average family one full year. This Soap is made for all laundry and household purposes and has no superior.
IO DARS WHITE WOOLEN SOAP,
Everywhere. • A perfect soap for flannels. A perfect soap for flannels.
12 PCKGS. BORAXINE SOAP POWDER (full lbs.), . 1.20
4 Bars "Honor Bright" Scouring Soap,
MODJESKA COMPLEXION SOAP,
M Dozen Elite Glycerine Toilet Soap,
M DOZEN CREME OATMEAL TOILET SOAP, Scented,
My Dozen Old English Castile (six ounce cakes), . 30 A pure milled Castile Soap. Superior to ordinary Castile. Made from Pure Olive Oil.
Dozen Sulphur Soap, Scented,
Mozen Larkin's Tar Soap, 30 Infallible Preventive of Dandruff, Baldness, Clogged Pores and Oily Skin. Unequaled for washing the hair.
BORAXINE
HONOR BRIGHT SORP TO SOME AREA SORP MED CO. SOLD TO SOLD THE AREA SORP MED CO. SOLD THE AREA SOLD THE SOLD THE AREA SOLD THE

ONE BOTTLE (one ounce) MODJESKA PERFUME, \$0.30
A delicate, refined, delicious perfume for the handkerchief and clothing. The most popular and lasting made.

We will pack abox especially for you, if you desire, mak-ing any changes in contents of box you direct.

.25



soothing, healing and agreeable demulcent. A perfect emollient. For Chapped Hands, Lips or Inflamed Eye Lids, a sure and speedy cure.

An incomparable dentifrice, giving beauty and whiteness to the teeth, preserving them and invigorating the gums. Purifies the breath.

YOU can have the full list value — \$10.00 — in any of our soaps of your own selection.



The contents, if bought of Retail Dealer, actually cost . . . \$10.00

Your choice of Premiums, either are worth ten dollars at retail, . . 10.00

(You get the Premium gratis.) . \$20.00

Remember, the cost to you is but half the retail prices, which we name only to clearly show how much we save you.

You save half the retail prices, besides the added inestimable satisfaction of using only the Best and Purest Goods.



ALL FOR \$10.0C.



The Larkin Soap Mfg. Co., Buffalo, N. Y.

that the retail values we fix upon our goods are just and correct, that the contents are worth \$10.00, at prices charged by retail dealers. To know that, if desired, we sell for \$10.00 two cases, retail value \$20.00, without a premium, is to fully appreciate the scope of our Factory to Family plan of saving you money. Two families may send one order for two Combination Cases, without premiums, for \$10.00. If cash accompanies order, each case will contain the present for cash. If desired, each case will contain 200 bars of "Sweet Home" Soap, or 400 bars for \$10.00, which is 21/2 cents per bar.

As some people, before dealing with us, greatly over-estimate the amount of transportation charges on our goods, we take pleasure in saying that

TO see a combination case of be effected by sending orders, the Larkin Soaps is to know when convenient, for two or more boxes to be shipped together.

> DEAR MR. LARKIN: I like your Soap and your Chautauqua Desk and your Onyx Parlor Lamp, and your way of doing business. May you live a thousand years and prosper.

> Cordially yours, ISABELLA BEECHER HOOKER. HARTFORD, CONN., Dec. 9, 1892. (The Gifted Suffragist and Sister of Henry Ward Beecher.)

Headquarters of the) Salvation Army in America, } III Reade St., New York.

This is my fifth order, so you may safely assume I am pleased with the liberal way you have always treated me. You may make such use of my testimonial, as to the excellency of your goods, as you desire.

Mrs. Gen. Ballington Booth.

We have visited their faca box of soap can be sent from tory; seen their goods and Buffalo, by freight, to as many premiums offered, and we know as 20,000 towns in the United that they are full value. The States for twenty-five cents; to only wonder is that they are 15,000 more for not exceeding able to give so much for so fifty cents. A saving can often little money.—The Evangelist.

ANY wise parents think it nation Boxes. a good plan to encourage a There are, business-like disposition which now, towns of often shows itself in manly boys not exceeding and industrious maidens. We 20,000 popuhave a plan that enables active lation, in each young folks to earn by their own of which over one thousand efforts one or several of our pre- Desks have been earned in just miums. As we offer to pack the this way. In a day, or two, any-Combination Box assorted as one can earn a valuable preour customers desire, they canvas their neighborhood and obtain orders for an assortment of our goods to the retail value of \$10.00. They then have their order sent us by the head of the family, or send \$10.00 with their order for a box packed with just the quantity of each brand of soaps, etc., they have sold, which we ship with the premium selected. On arrival of goods they deliver to their neighbors and friends the goods each have ordered, and the \$10.00 proceeds pays our bill. "Young America" has "the middlemen's profits" in the form of a beautiful, useful desk or other premium that will last a lifetime, and we, having thus been introduced into many new families, have certainly won permanent customers, direct purchasers-to-be, of our Combi-

Any Girl or Boy can get a "Chautauqua" Desk, or any premium we offer, Free. • •

mium FREE. Try it!

CLUBS.

We publish a beautiful Premium List, issued to our customers only, containing very liberal offers of premiums for obtaining new customers for us. Everyone who sends us an order for goods for their own use has the opportunity to easily earn valuable High-Grade Silver-Plated Ware, Furniture, Lamps, Watches, Books, etc., or Cash.

Premiums for orders are given only to our customers for orders obtained and sent us in strict conformance to easy conditions named in Premium List. We can afford to give such premiums only because "a customer once is a customer always."

The Larkin Soap Mfg. Co., Buffalo, N. Y.

"Chautauqua" Latkin Soaps. Latkin Soaps.

THE most popular desk made. Number in use exceeds any other one article of furniture. Has gladdened more than half a million hearts. It is made of Solid Oak throughout, strong and substantial, varnished and beautiful hand-rubbed finish. Very handsome carvings

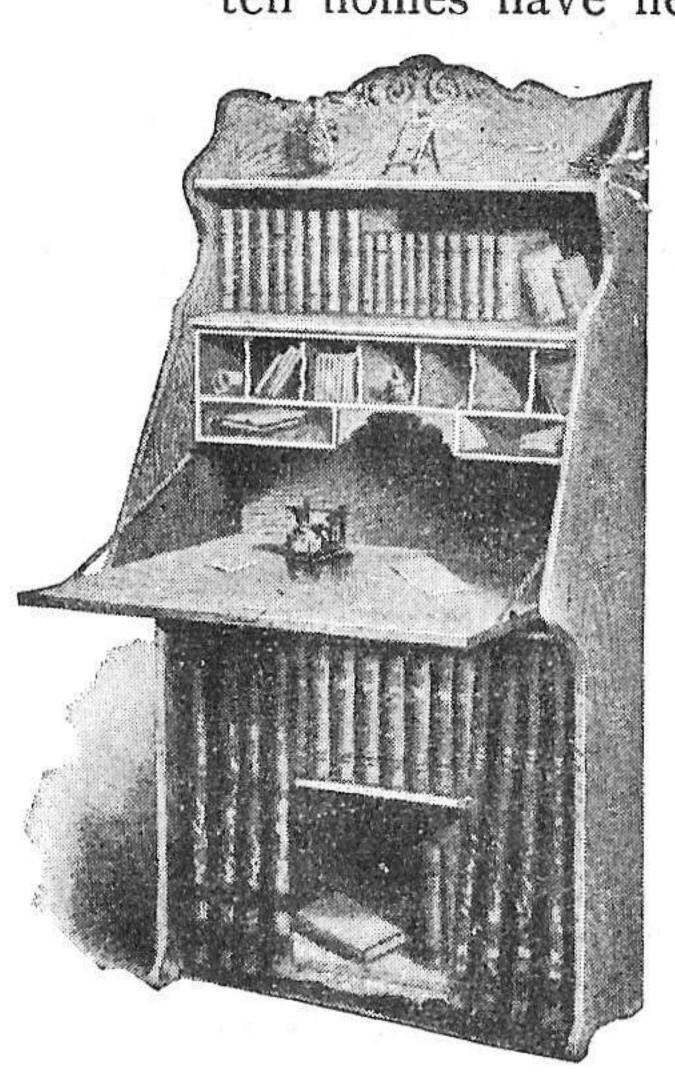
The drop leaf forming the writing bed closes and locks with a key, making a remarkably compact piece of furniture for the facilities it affords. It stands five (5) feet high, is two and a half (2½) feet wide and ten (10) inches deep. Writing bed is 24 inches deep. It has a brass rod for curtains.

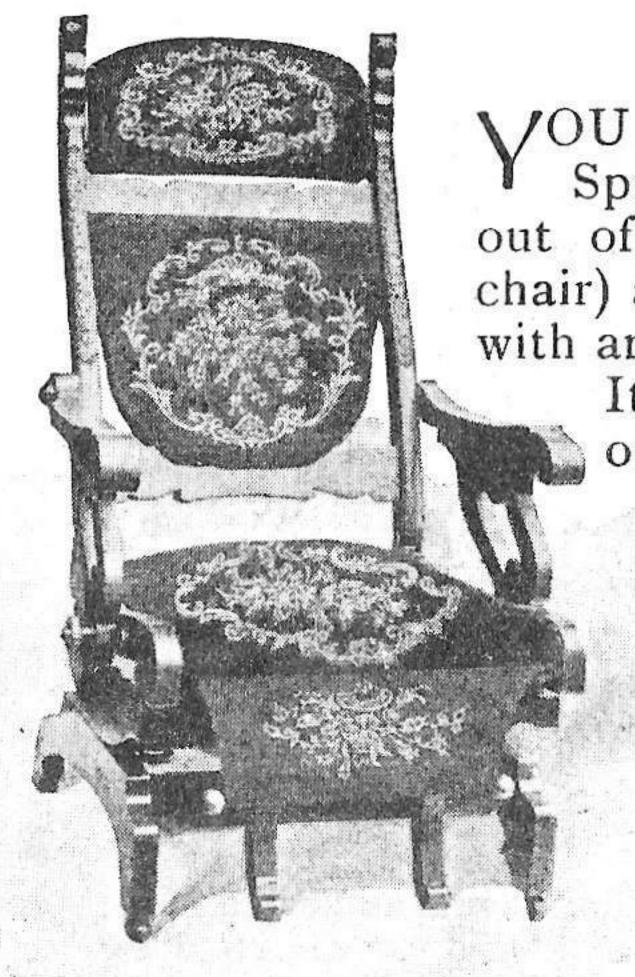
It is a "thing of beauty and a joy forever" to all who possess one. It is artistically designed, complete in appointments, a model piece of furniture, and affords what nine out of ten homes have heretofore lacked, a suitable and convenient

place for writing letters, studying, drawing, etc., etc., which will be used and appreciated by every member of the family.

It is a perfect and complete desk, and also has three roomy book shelves, a top shelf for bric-a-brac, seven pigeon-holes for papers, compartments for letter paper, ink, etc. When placed in your home, filled with books that you prize, and ornamented with the gifts of friends, it will become a center of attraction, and you will be grateful to us for adding a new pleasure to your life. This desk originated with us, and has been more widely imitated than anything ever produced in the furniture line. "Imitation is the sincerest flattery."

The Larkin Soap Mfg. Co., Buffalo, N. Y.





YOU may use the chair as a Spring Rocker (foot rest out of the way beneath the chair) and as a Reclining Chair with amply adjustable foot rest.

It is a synonym of luxuri-

Rocket and Reclining Chair Free with a \$10.00 CombinationCase of the Larkin Soaps

"Chautauqua" 4

ous ease and comfort. In it fatigue becomes a source of enjoyment. It will smooth the furrows of age and soothe the invalid. It pleases everyone, and over forty thousand are in use. It can be adjusted by patent devices to any position, and changed at will by the occupant while reclining. Head rest is adjustable to four easy positions for reading. Seat is made

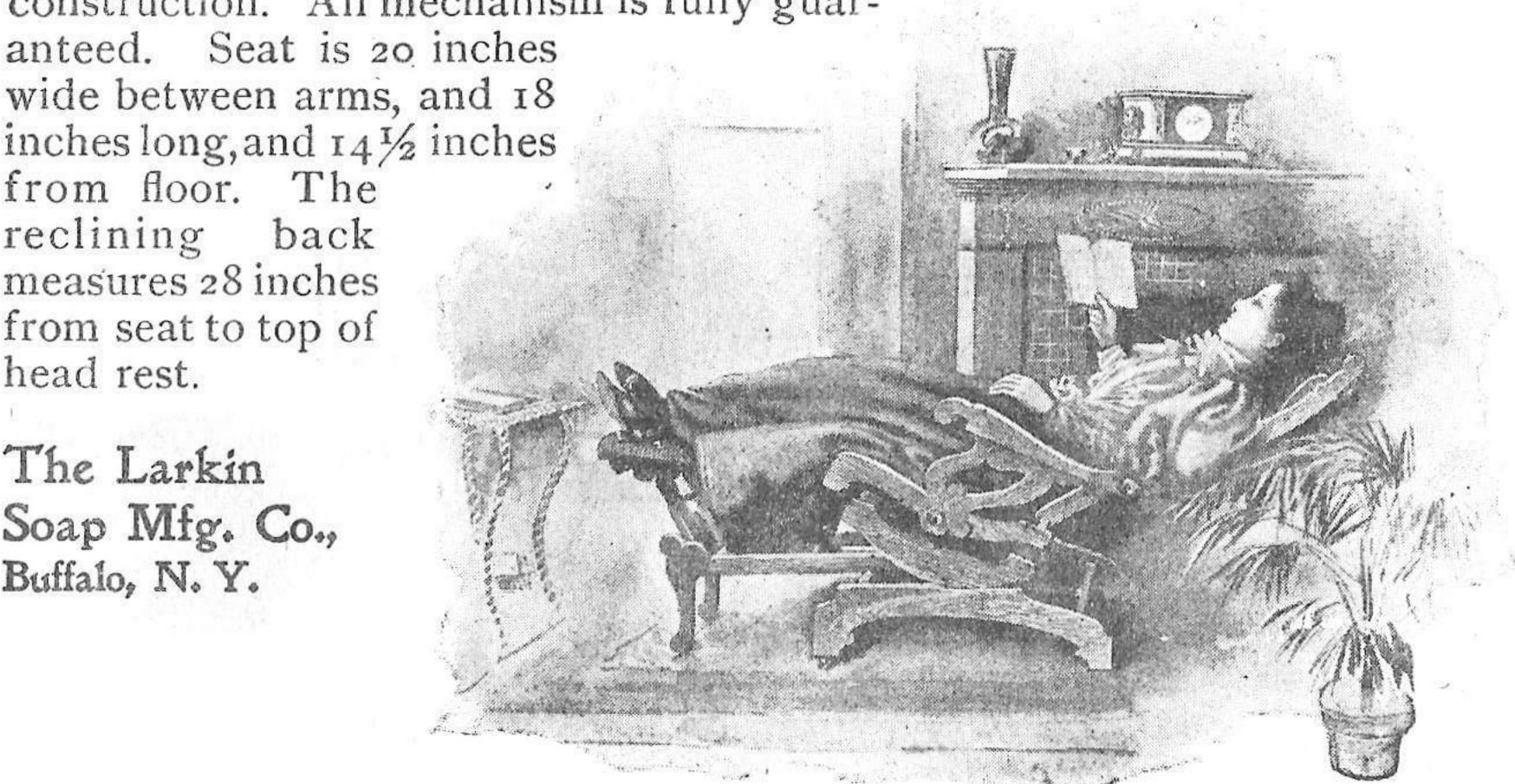
easy by oil tempered spiral springs.

It is built of OAK, polished antique finish. The entire chair is upholstered with corduroy in crimson, old red, tobacco brown, blue or olive, as desired.

It is very strong, and perfectly simple in construction. All mechanism is fully guar-

wide between arms, and 18 inches long, and 141/2 inches from floor. The reclining back measures 28 inches from seat to top of head rest.

The Larkin Soap Mfg. Co., Buffalo, N.Y.



"Chautauqua" Silver Tea Set
Free with a \$10
Combination Case
of the Larkin Soaps

Pot (2½ pints), Sugar Bowl, Spoon Holder and Cream Pitcher. Spoon and Cream are gold lined. This set retails at jewelers for \$10.00. For quality of goods and beauty of design they are unsurpassed by any silver-

plated ware at any price. It gives universal satisfaction to our patrons. Copy of manufacturer's guarantee, which we hold and which protects every customer: "We guarantee this Tea Set to be made of Pure Hard White Metal, quadruple plated with purest silver, .999 fine, and of superior style and finish. Twenty years' ordinary use will scarcely impair its original value."

The Larkin Soap Mfg. Co., Buffalo, N. Y.

Our advertising manager, after having visited the works of The Larkin Soap Mfg. Co., says the goods and premiums offered are wonderful value. He does not see how The Larkin Co. can give so much for so little money. The Company are reliable.—Silver Cross, N. Y. City.

Some of the members of the *Presbyterian Messenger* Company have ordered goods from The Larkin Soap Mfg. Co., and, having found everything as they represented it, were perfectly satisfied with their investment.—*Rev. J. T. Gibson, Ed.*



SHELVES adjustable. Fine bevel French plate mirror. The Book Case is five and one-half (5½) feet high, three (3) feet wide and eleven (11) inches deep, and has five shelves. Every exposed part is made of Solid Oak, with a high-polish finish on three coats of

"Chautauqua" Book Case Free with a \$10.00 CombinationCase of the Latkin Soaps

varnish. Has a large brass rod and rings for curtains. The shelves can be changed to suit the height of any book. This Beautiful Book Case is appreciated by our book-loving patrons, whose books have overflowed the "Chautauqua" or some other desk they already possess.

After spending half a day in a personal examination of the factory and the goods and premiums of The Larkin Soap Manufacturing Co. we

have no hesitation in giving them an endorsement. — Geo. W. Coleman, Adv. Mgr.

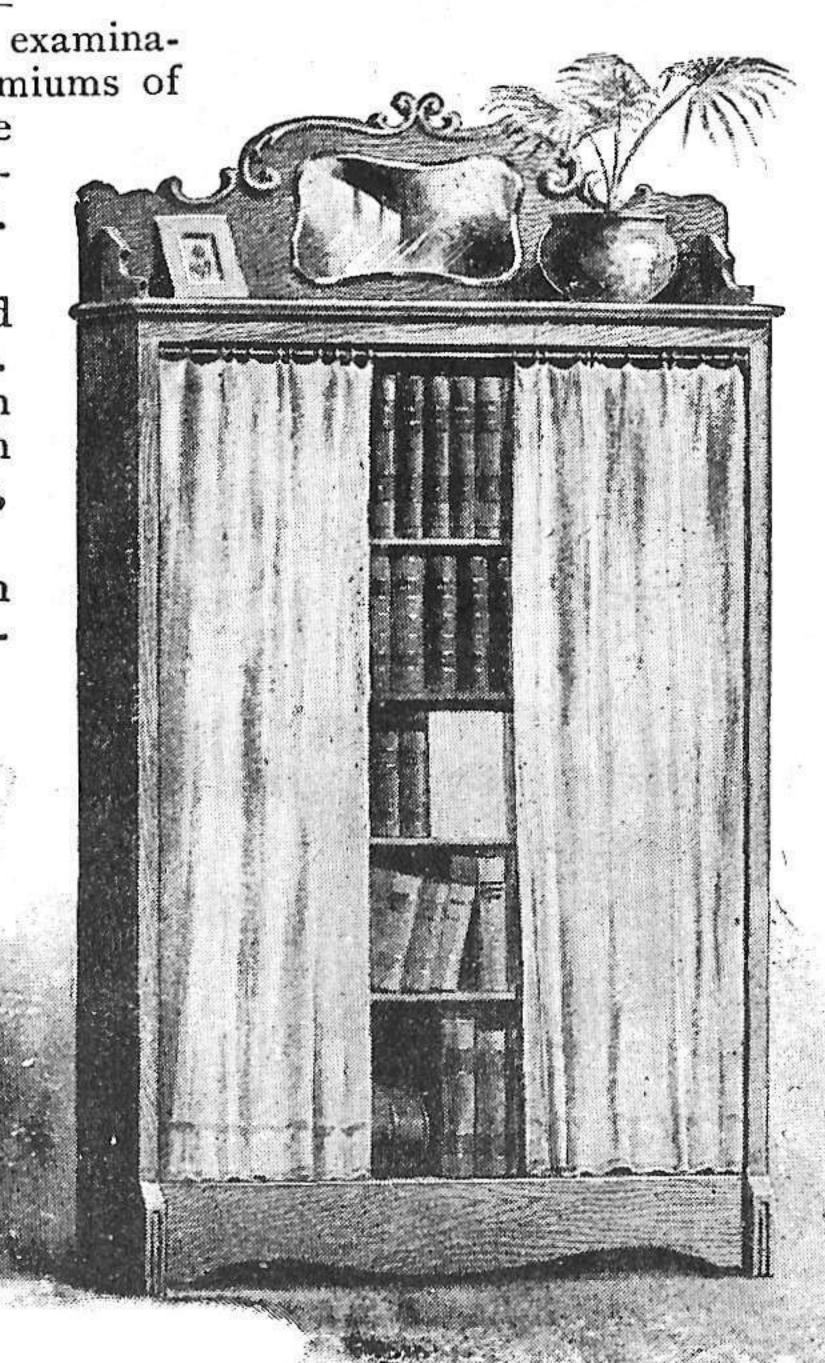
The Golden Rule, Boston.

We have examined the goods and premiums offered by The Larkin Co. They are all they say. A man or woman is hard to please who is not satisfied with such a return for their money. — C. S. Parr, Bus. Mgr. The Watchman.

The combination offer of The Larkin Soap Manufacturing Co., although generous, is genuine. From personal experience with these people and their premiums, I can recommend them with confidence. The goods are as advertised, and the company reliable. -F. T.

Burdett, Adv. Mgr. The Boston Household.

The Larkin Soap Mfg. Co., Buffalo, N. Y.



"Chautauqua" Sewing Desk Free with a \$10.00 Combination Case of the Larkin Soaps

September 1

THE Chautauqua Sewing Desk will enhance the attractiveness of any sewing room, and its convenience will remove many annoyances. For its purpose, as fine as a modern roll top desk is for office work. It provides a place for materials and all the accessories under

lock and key away from the children.

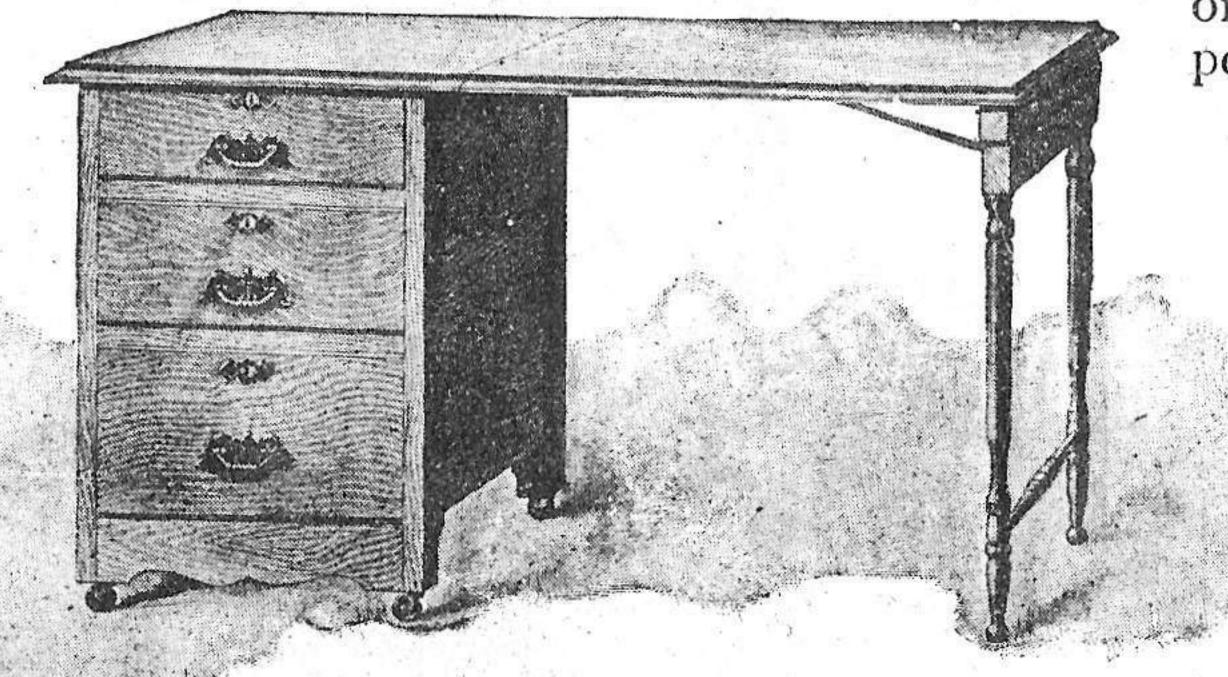
The top is broad and ample, 23 x 46 inches, 25½ inches high. The top drawer has compartments for thread, thimble, scissors, buttons, hooks and eyes, yarns, floss, etc., etc. A deeper drawer (5¼ inches), for the patterns, and a very deep drawer (8 inches), for the sewing in hand. Each drawer is very roomy, being 18 inches long and 14½ wide. Everything is out of sight when not in use, in a handsome Solid Oak, varnished and hand rubbed, compact piece of furniture. The extension leaf drops at side of cabinet when economy of space is desired. Small hooks can be placed at the side or back to provide a place to hang the scrap and the stocking bags. In a convenient place on one side may be hung the pin cushion.

No better piece of furniture for the china painter's studio

is made. Every amateur painter should have one.

It also makes a thoroughly practical and convenient typewriter desk. It is exactly the right height and size. A score

are used in our offices for that purpose.



The Larkin
Soap
Mfg. Co.,
Buffalo, N. Y.

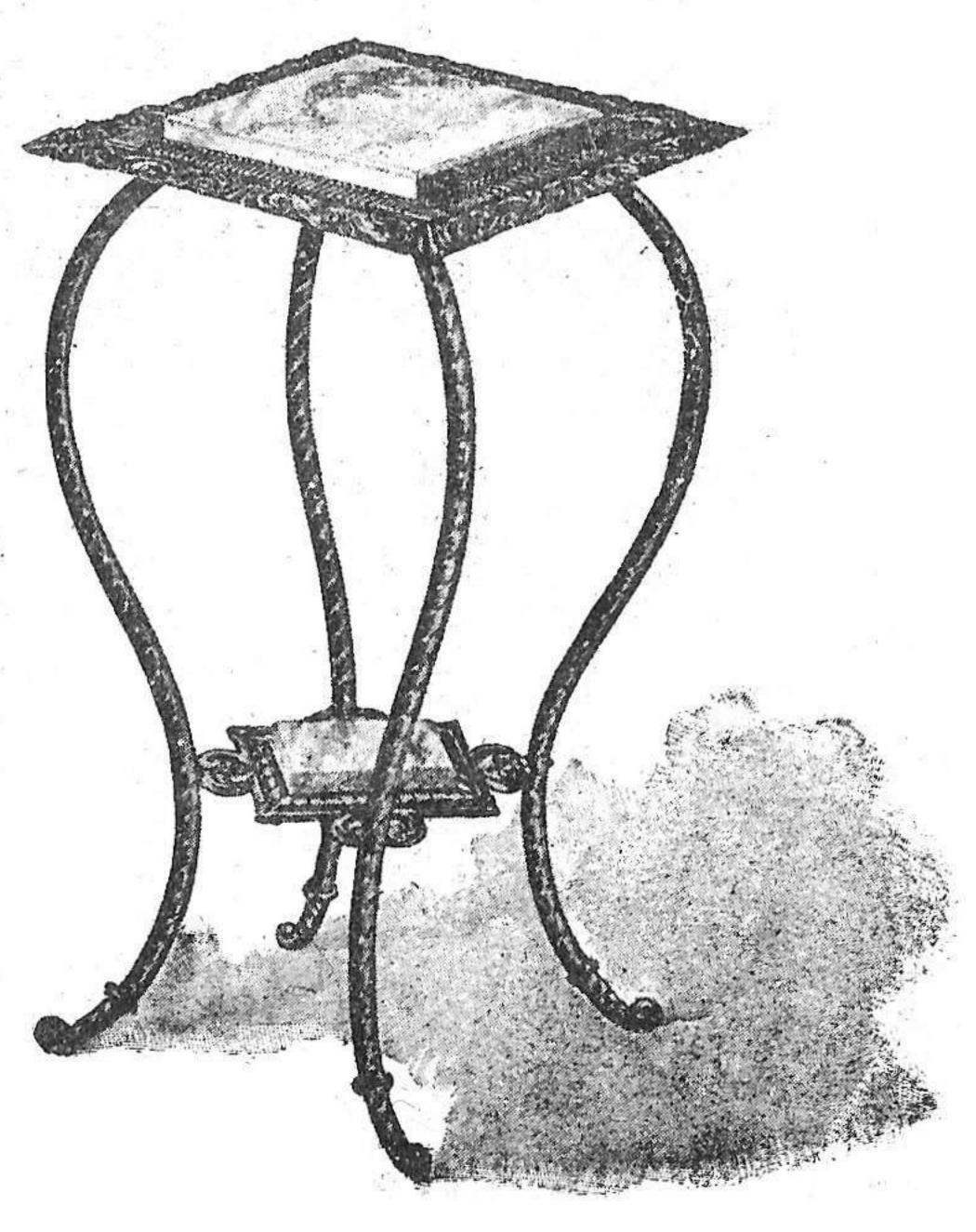
THIS is indeed one of the most chaste and beautiful premiums we offer. Graceful, exquisite, genuine Mexican Onyx Tables have heretofore been enjoyed only by the wealthy. Our table is worthy of, and enters into, the finest homes, and our offer enables those who never

hoped to, to possess one. The Mexican Onyx Top is 9 x 9 inches, and sets within a very elaborate Florentine open work cast band. The Empire style legs are solid brass tubes. The lower shelf is also of genuine Onyx, 5 x 5 inches, surrounded by an open work casting. The Onyx, in constant and interesting variations, is beautifully polished. Like human faces, no two pieces ever have markings exactly alike. All brass work is

gold finished and lacquered, and will not tarnish, ever preserving its rich appearance. The table is very strong indeed, holding any weight you would ever put upon it. Height, 2 feet 7 inches.

The Larkin Soap Co. have used our columns for years past in advertising their "Combination Box of Soap" sent with a desk, chair or other premium. The publisher of this paper has written personally to a number of subscribers who have responded to the advertisement and purchased the soap. Without exception they state that they are perfectly satisfied with the goods and with the business methods of The Larkin Co. The letters speak in praise both of the soap and of the premiums that accompany it. — The Congregationalist.

The Larkin Soap Mfg. Co., Buffalo, N. Y. "Chautauqua" & Onyx and Brass Table Free with a \$10 Combination Case of the Larkin Soaps.



"Chautauqua" Onyx OR Decorated Porcelain Banquet Lamp Free with a \$10 Combination Case of the Larkin Soap.

THE PORCELAIN LAMP is beautifully hand decorated with a Dresden spray of roses and daisies with stipple gold finish, as is the 10-inch porcelain globe. It is 33½ inches high. All metal parts are made of solid brass with gold finish. This lamp is the latest Parisian creation.

out, gold lacquered. Onyx column, six inches long; onyx ball pedestal, 3½ inches in diameter.

Height, 30 inches. Open-work fount. A beautiful, rich, All-Silk 16-inch Shade, with 8-inch lace flounce. Most fashionable and tasteful shape. Your choice of colors, red, pink, blue, yellow, old gold, lemon or green. Or, if preferred, we will omit the silk shade and send a beautiful Dresden hand decorated por-

celain 9 in.-globe, in perfect proportion to the lamp.

Both lamps have Central Draft Burner and all the latest improvements, device for lighting without removing shade or

chimney, a wick raiser that a

Either by daylight, or at night when lighted, these lamps are a beautiful adornment to any home, as well as a perfect reading lamp.

The Larkin Soap Mfg. Co., Buffalo, N.Y. WARMTH and cleanliness—convenient stoves and good soap—are alike vital to good health. Our "Chautauqua" Heater is always ready, without delay, to dispel chill or dampness. It will heat a large room in coldest weather, quickly boil a kettle or fry a

steak. Constructed entirely of steel plate, polished brass, Russia iron and aluminum. Absolutely nothing to break.

It has a ten-inch Central Draft, Brass Burner, a handsome Russia iron drum and removable top, richly nickel-plated, and a heavy brass oil fount holding three quarts of oil, which lasts

twelve hours. Indicator showing depth of oil in tank. It unites every quality approved to date for thorough service and convenience, and thousands are in daily use among our customers. It affords an amount of comfort, pleasure, and health in the home that cannot

be conceived without it, for it has no substitute. It is perfectly portable. Will instantly give genial warmth wherever you want it, and without ashes, dust or labor of handling coal or kindling. It incurs no expense except for actual time in use.

The "CHAUTAUQUA" is the greatest of all Oil Heaters regardless of size. Gives a wide spreading flame which burns clear and white.

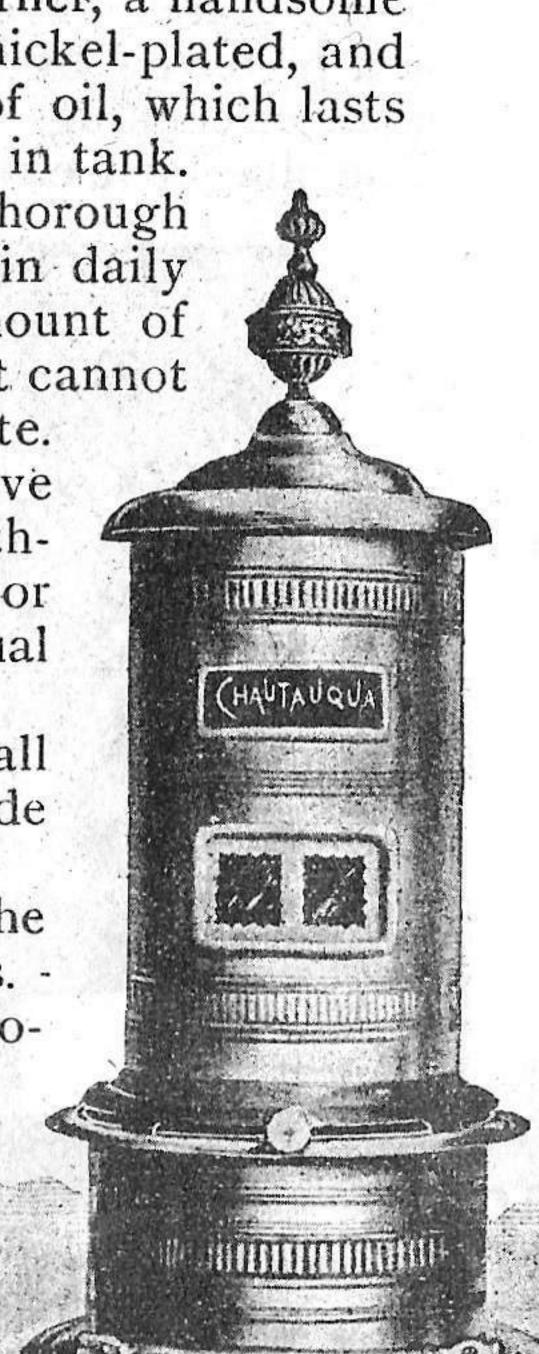
It is 32 inches high, and the diameter of the drum is 8 inches; its total weight is 14 pounds.

Perfectly portable. No pipe required. Absolutely odorless. Endorsed by physi-

cians.

The Larkin
Soap Mfg. Co...
Buffalo, N. Y.

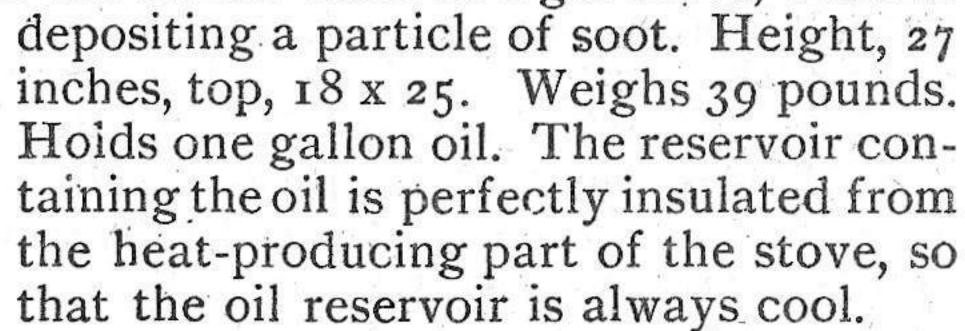
"Chautauqua" of Oil Heater Free with a \$10.00 Combination Case of the Larkin Soaps



"Chautauqua" Blue Flame Oil Gooking Stove Free with a \$10 Combination Case of the Larkin Soaps

THE most powerful Oil Cooking Stove made. Entirely unlike the old-fashioned, heavy, cast-iron oil cooking stoves, with direct burning wicks, which radiated as much heat as a coal range. The "Chautauqua" has four five-inch flat wicks in two powerful burners, is con-

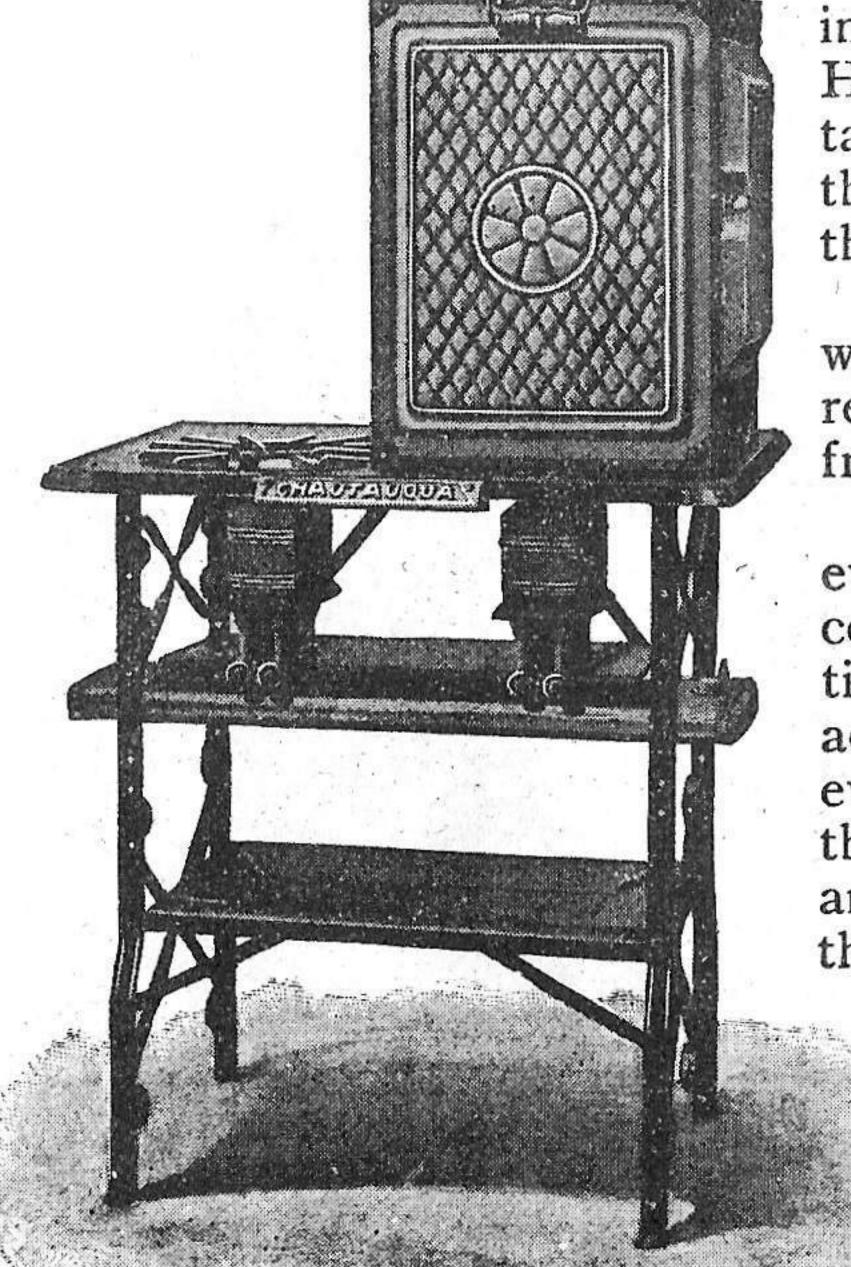
structed entirely of steel, enameled and decorated with polished brass reservoir, and radiates little heat, while the heat is intense at the grate. It is a model of beauty, strong, light and durable, and preferred by thousands to gas or gasoline stoves for ideal summer cooking. Guaranteed free from odor, soot and smoke. The blue flame envelopes the utensil same as a gas stove, without



If desired, we will furnish this stove with two gas burners, without oil reservoir and blue flame burners. The frame is alike in both.

A removable oven accompanies every stove, size 13½ x 14 x 19½. Receives a 12 x 14 drip pan. It is scientifically ventilated to be perfectly adapted to this stove, and will fulfill every requirement as a baker. Anything that may be baked or roasted in any range can be as well baked in this oven.

The Larkin Soap Mfg. Co., Buffalo, N. Y.



THE Bed is the article of furniture supreme; in it a third of life is passed. Metal beds long ago became so popular in Europe that among the best people there others are rare. Americans are not yet familiar with them, because of high prices. Metallic beds add beauty and cheerfulness to the chamber, while

A White Enameled, Steel, Brass-Trimmed Bed Free with a \$10.00 Combination Case of the Larkin Soaps

they convey a delightful feeling of cleanliness that invites repose. They utterly discourage vermin. They harmonize perfectly with furniture of any wood or style. Brass top rod at head and foot, and heavy brass, gold-lacquered trimmings. This fine bed is very strong and will last a lifetime, and is such an one as usually retails alone at \$10.00. 4 feet 6 inches wide. 6 feet 6 inches long. Head, 4 feet 51/2 inches high; foot, 3 feet 2½ inches high. Corner posts are I inch in diameter. Shipping weight, 125 pounds.

All castings are malleable iron and will never break. Detach-

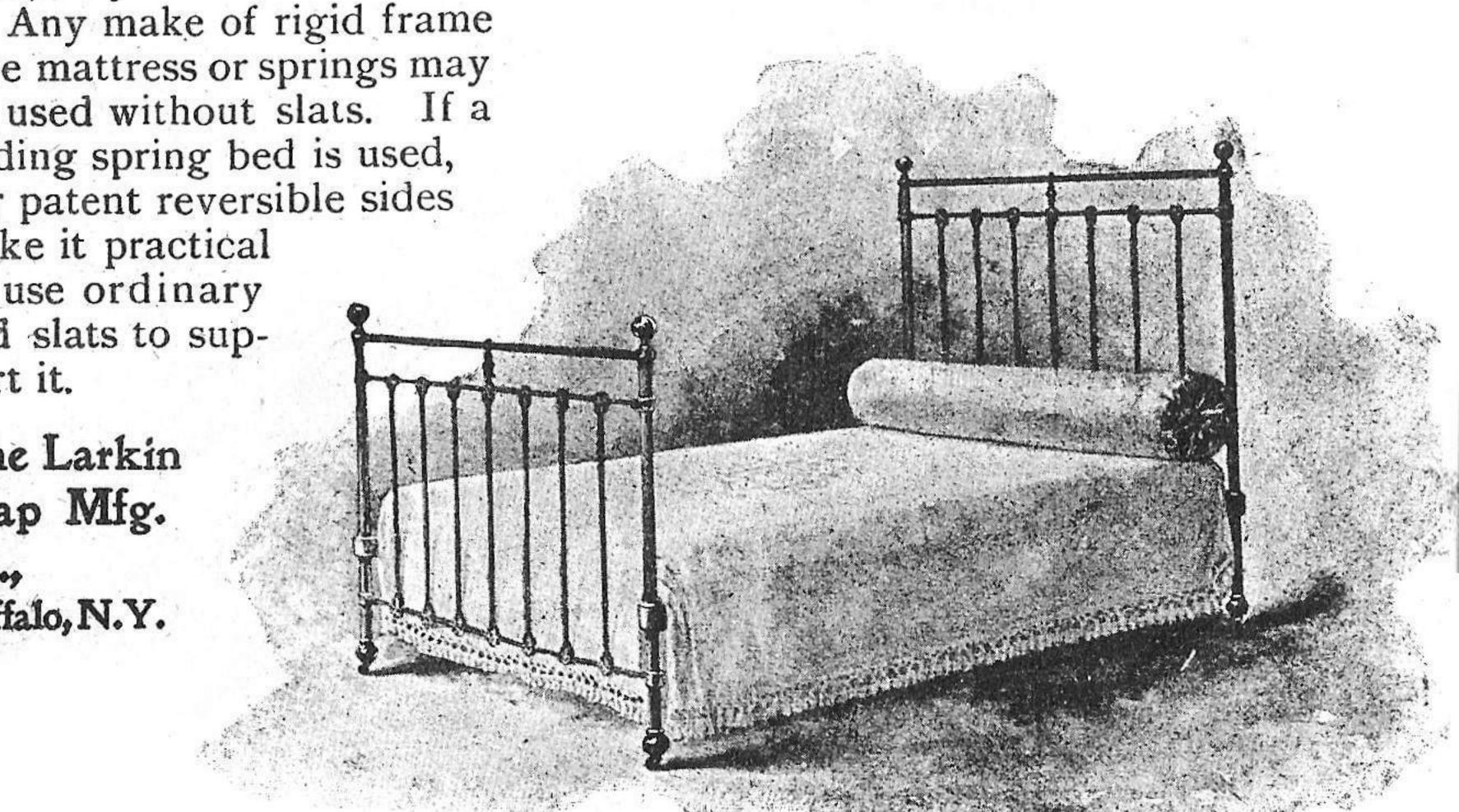
able ball-bearing casters.

We will, if preferred, send single bed, 3 feet 6 inches or 4 feet

wide, as you choose.

wire mattress or springs may be used without slats. If a folding spring bed is used, our patent reversible sides make it practical to use ordinary bed slats to support it.

The Larkin Soap Mfg. Co., Buffalo, N.Y.



23 Pieces of Rogers' 1847 Sil-ver - Plated Table Ware Free with a \$10.00 Combination Case of the Larkin Soaps.

ONE-HALF dozen each Regular Size Knives, Forks and Teaspoons. 3 Tablespoons. 1 Butter Knife. 1 Gold-Lined Sugar Spoon, Beautiful Pattern. A rare and complete assortment. There is but one quality of Silverware bearing the trade mark of "Rogers Bros., 1847. A 1." The whole world knows that it stands

for the best that can be made. Every piece bears the trade mark, is warranted for ten years, and with ordinary fair usage, lasts forever. The Knives are silver-plated on Steel, the Spoons and Forks are silver-plated on Best Nickel Silver.

So complete an outfit of this celebrated ware is seldom sold by retail dealers at less than \$11.00 or \$12.00. Ascertain what your jeweler will sell you the genuine Rogers Bros. 1847 Silverware for! As all leading jewelers carry this ware in stock, this premium affords you an easy means to judge the value of all the premiums we offer; to judge what may be saved by "the Larkin idea."

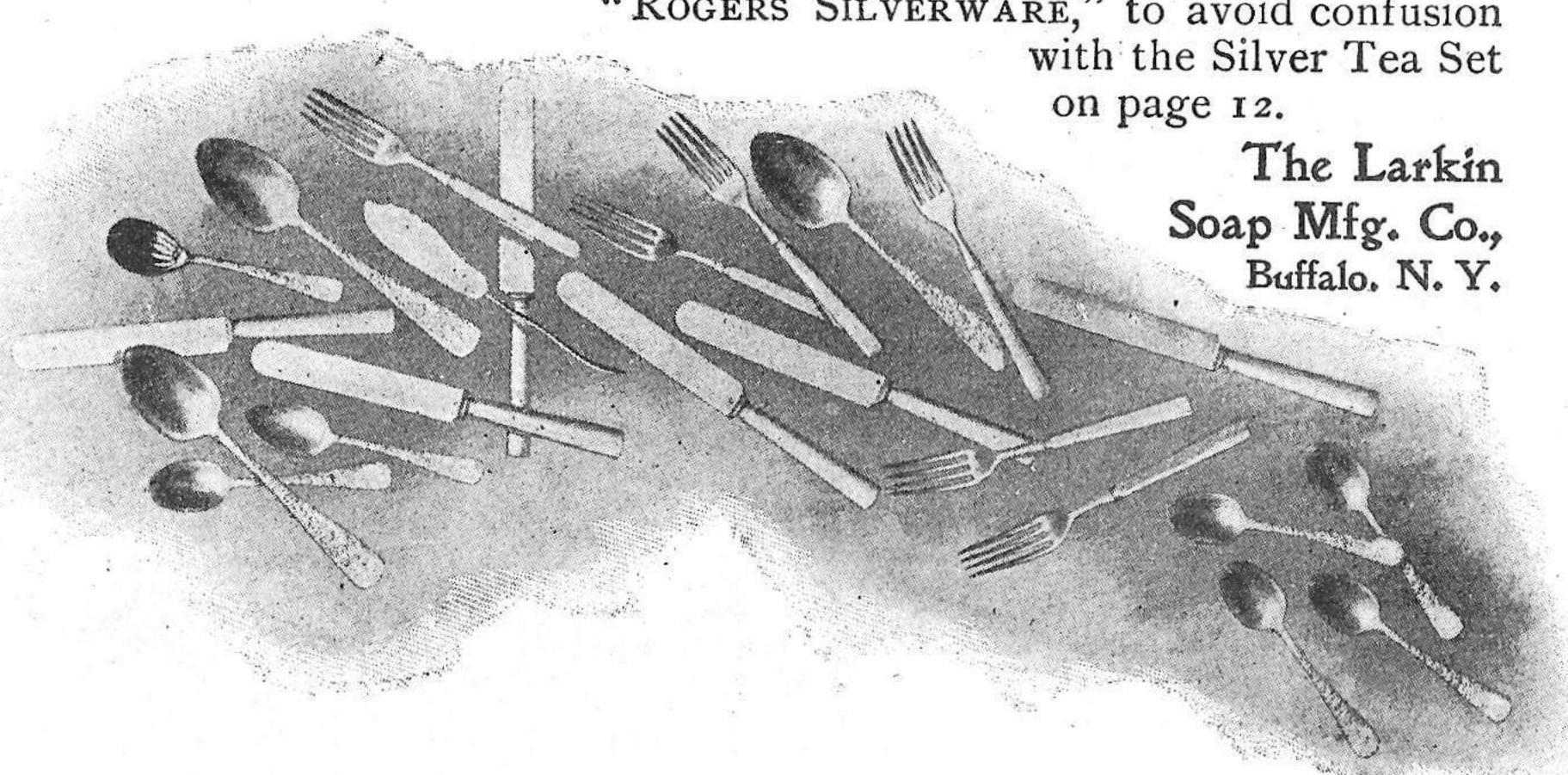
We can omit Teaspoons and send ½ dozen Tablespoons, or omit Tablespoons and send I dozen Teaspoons.

For 35 cents extra, sent with order, we will omit all Spoons

and send I dozen each Knives and Forks-24 pieces.

For 35 cents extra, sent with order, we will send ½ dozen Tablespoons, omitting the Sugar Spoon and Butter Knife—24 pieces.

In ordering, please be sure to specify that you wish the "Rogers Silverware," to avoid confusion



THERE is nothing finer, more useful or ornamental for the parlor, hall, library or guest chamber, pulpit, club or lecture room, wedding, birthday or anniversary present. It is made of solid brass, polished and lacquered so it will ever retain its lustre without burnish"Chautauqua" 🜿 Piano Lamp Free with a \$10.00 CombinationCase of the Larkin Soaps

ing. IT STANDS 41/2 FEET HIGH, and can be extended to 61/2

feet in height.

It has the best Central Draft Burner made, with device for lighting without removing shade or chimney. Simplest wicking device known. Indicator showing depth of oil in oil pot at all times. It is, in fact, equal in every way to the most expensive and very latest lamp that can be purchased. It is shipped ready for use, with chimney, wick and wire hexagon shade frame. Silk or paper shades for lamps are now very generally made at home, and material for

same can be easily obtained of your merchants. you can substitute a lamp globe, bought at your dealers,

in lieu of a shade; it will fit the ring.

For one dollar additional, i. e., \$11.00 for a \$10.00 combination case and the piano lamp, we will omit the wire shade frame and send one of the beautiful globes with Dresden spray decoration, which is shown on the decorated porcelain banquet lamp on page 16. Be sure to specify in your order if you wish this change.

We are in possession of a box of Larkin's Soap. It contains more than soap — it has in it soaps for washing, cleaning and for the toilet, for cleaning woolen fabrics, etc., etc. The amount of cleanliness and odorousness in one of these boxes is surprising, and it is not beyond the truth to say that the quality is equal to the bulk. We have used it to wash, shave and scour, and find it superb, and recommend it as being all it professes. - Philadelphia Presbyterian.

The Larkin Soap Mfg. Co., Buffalo, N. Y.

"Chautauqua" Roller Organ Free with a \$10 Combination Case of the Larkin Soaps.

THIS musical marvel employs no paper, but its music is obtained from a ROLLER, furnished with pins similar to those of a music box. Its crowning qualities are extreme simplicity and durability. It is a perfect organ in every sense. We fully guarantee the durability of

all its mechanism, and send the organ entirely subject to your

approval after thirty days' trial.

The volume of tone and full sustaining and carrying power equal that of a full organ. It will fill any ordinary-sized hall, and furnish acceptable music for any occasion. The case is handsomely made, Rosewood finish. Do not confound this organ with music boxes, playing only a half dozen tunes, which you soon tire of.

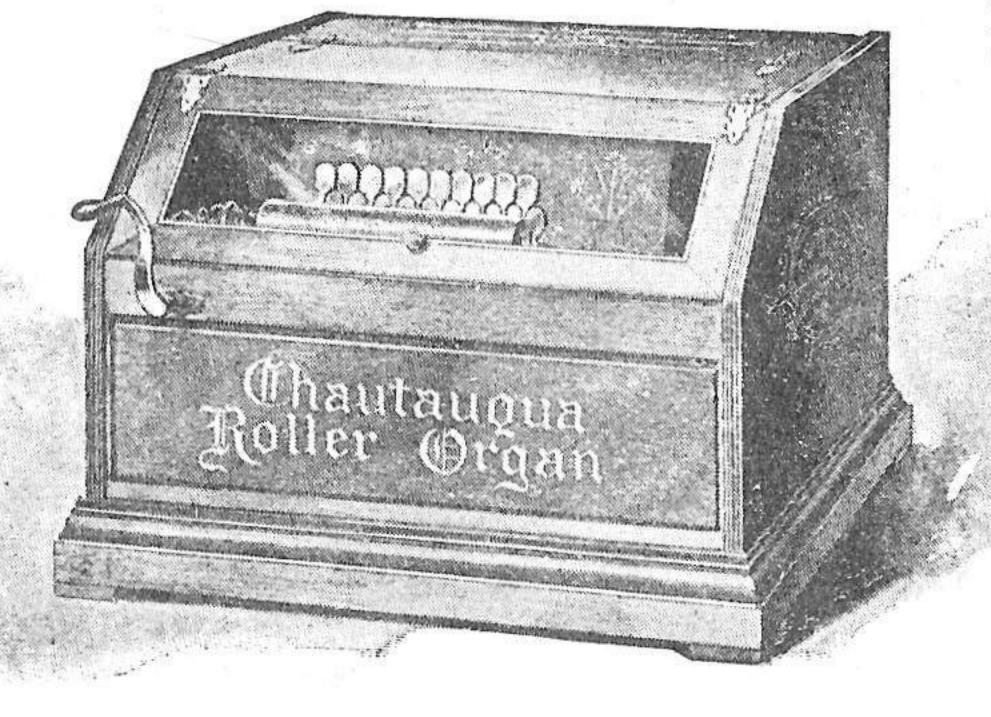
Five Rollers free with each Organ.

Extra rollers (each plays one tune) will be furnished at 20 cents each; when ordered sent by mail, remit 6 cents per roller extra for postage. List of 800 tunes on application. A perfect musical instrument. Not a plaything. Can be played by anyone, old or young. To remove the roller and replace it by

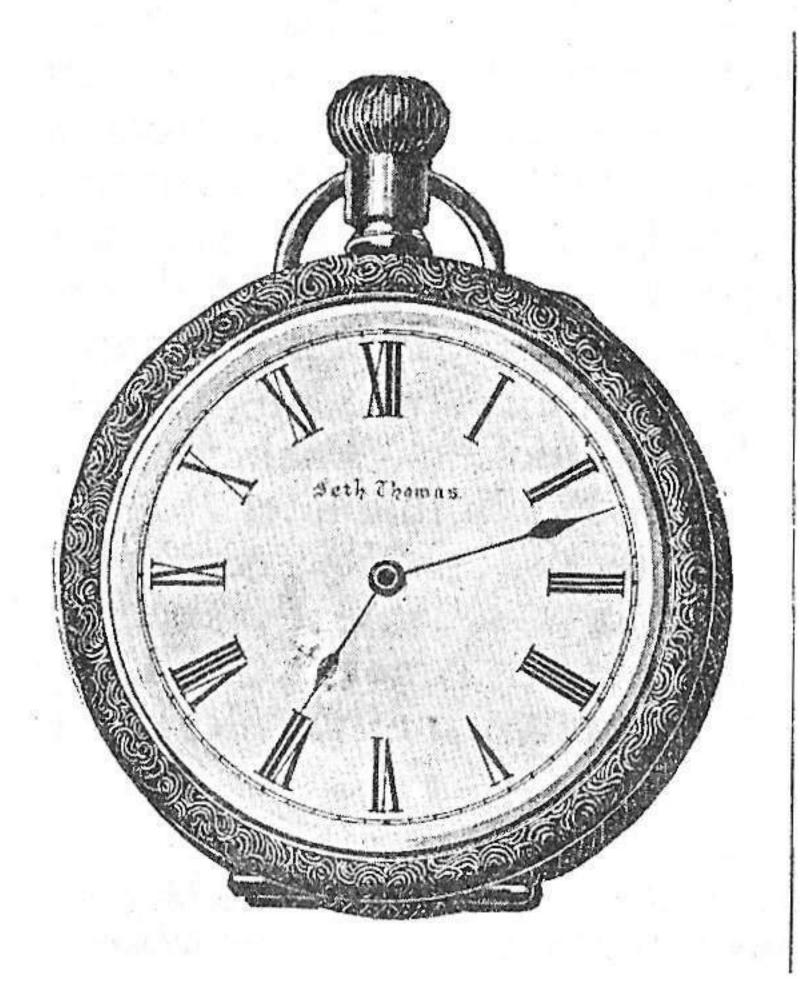
another is but the work of an instant, and can be done

by a child.

Weight, 30 lbs. Length, 17 ins. Width, 15 ins. Height, 12½ ins.



The Larkin
Soap Mfg.
Co.
Buffalo, N. Y.



RELIABLE
Seth Thomas movement. Patent
regulator.
Safety pinion.
Compensation

Ladies' Watch, Sterling Silver Chatelaine. Free with a \$10.00 Combination Case of the Latkin Soaps

balance. Adjusted to heat, cold and all positions. Stem winding and setting. Guaranteed ten years with fair usage. Gloss enameled dial. Six size, exact size of cut, is one-half inch thick, and weighs two ounces. Very fashionable. A perfect little gem, and an excellent time-keeper.

The proprietor, editor or other representative of hundreds of the best papers published have personally visited our works, and are acquainted with us and our goods. Lack of space prevents printing here what all have said about us. We can only give the mere names of some of the best known who have vouched for us:

Advocate & Guardian. American Messenger. Assembly Herald. Banner of Light. Baptist Union. Boston Household. Christian Herald. Christian Instructor. Christian Intelligencer. Christian Nation. Christian Standard. Christian Uplook. Christian Work. The Churchman. Congregationalist. Delineator.

Episcopal Recorder. Epworth Herald. The Evangelist. Examiner. Farm, Field & Fireside. Free Methodist. The Golden Rule. Independent. International Evangel. Ladies' Standard Magazine. Lutheran. Lutheran Observer. Mid-Continent. New York Ledger. New York Observer. Normal Instructor.

Northern Christian Advocate. Northwestern Christian Advocate. Phila. Presbyterian. Presbyterian Journal. Presbyterian Messenger. Ram's Horn. Reformed Church Messenger. Silver Cross. Standard Delineator. Standard Designer. Twentieth Century. Union Gospel News. Watchman. Wesleyan Methodist. Word & Works. Youth's Companion.

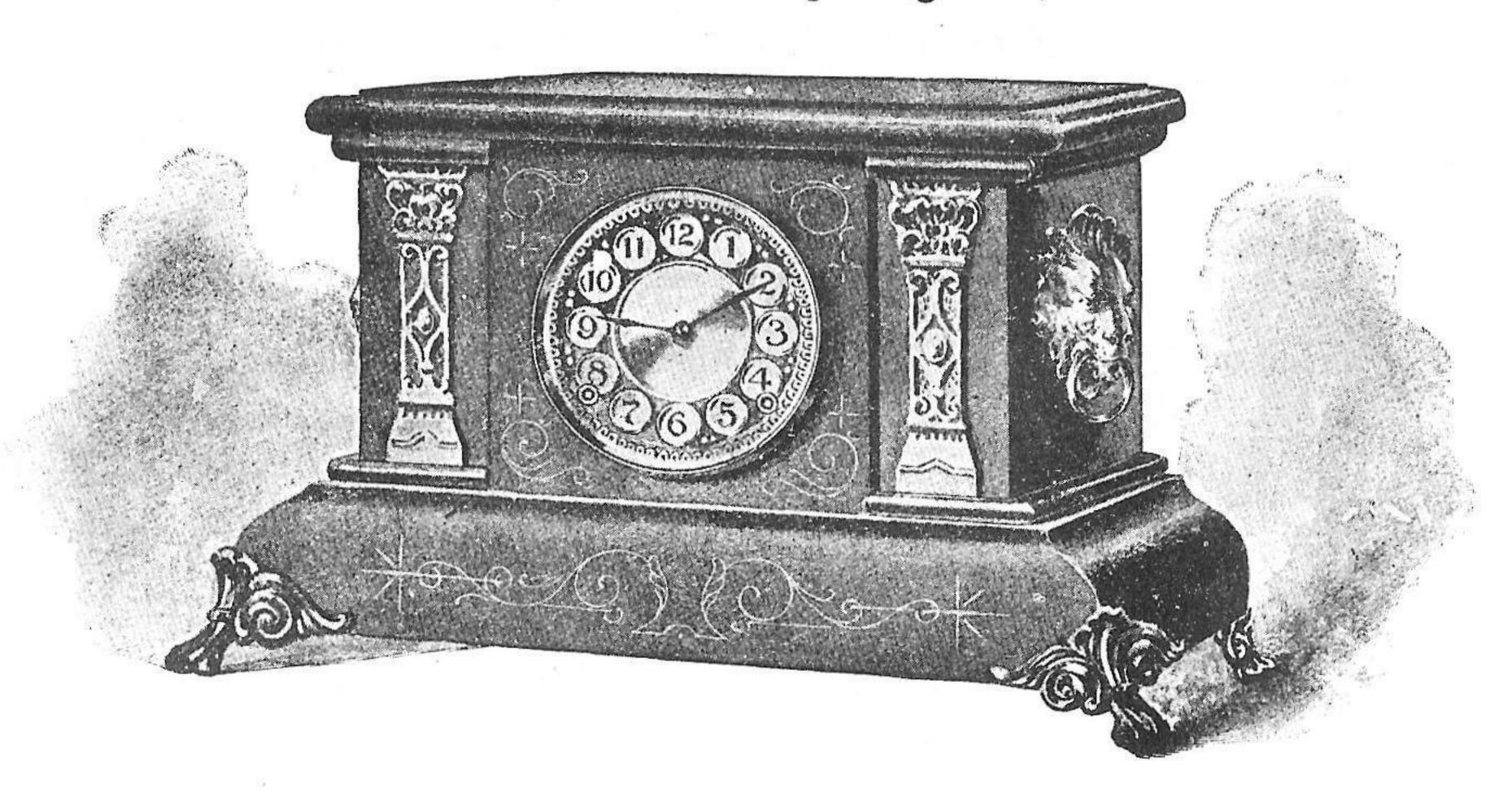
Seth Thomas we Mantel Glock Free with a \$10.00 Combination Gase of the Larkin Soaps

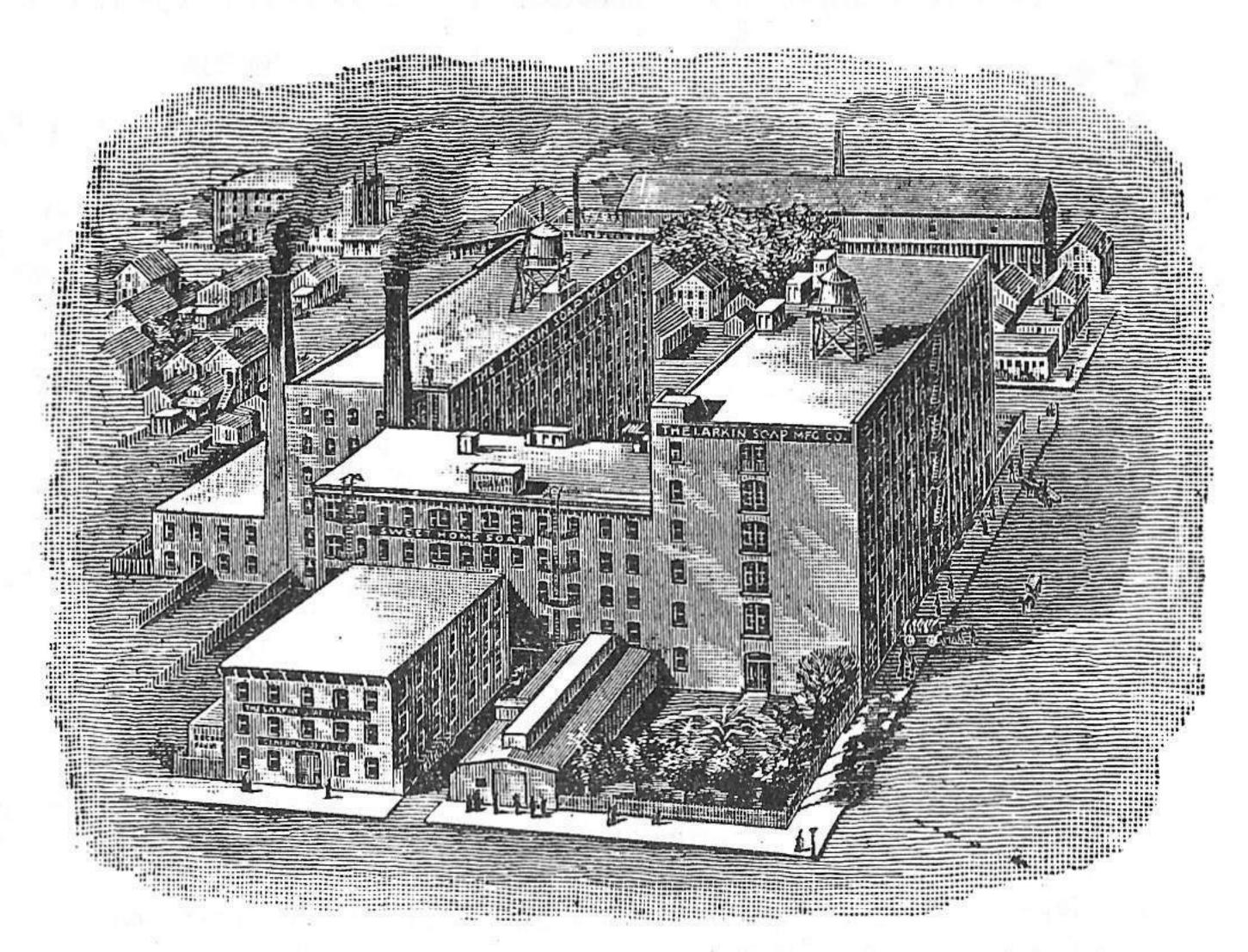
EIGHT-DAY. Cathedral Bell. Strikes hours and half hours. Beautiful, Adamantine Enamel Case, made by a patented process. Very highly polished, and so closely resembles black and variegated marble that the eye cannot distinguish it from marble. Ornamented with

artistic bronze gold pilasters and trimmings. It is much handsomer than printing can illustrate it. Measures, length, 1634
inches; width, 6½ inches; height, 11 inches. Dial, genuine
French imported white porcelain, 5 inches in diameter (or gilt,
if preferred), with black Arabic numerals. Many very good
clocks have paper dials. Guaranteed a reliable timekeeper,
made by the most celebrated makers in America, and can
hardly be told by an expert from a genuine marble clock. It
will last a lifetime.

None need hesitate to accept any offer made by The Larkin Soap Mfg. Co. What they say, they do. We can personally testify to this.—New York Observer.

The Larkin Soap Mfg. Co., Buffalo, N. Y.





THE LARKIN FACTORIES.—1897.

OVER 170,000 SQUARE FEET OF FLOORS.

THE ONLY GREAT SOAP WORKS IN THE WORLD DEVOTED TO SUCCESSFUL CO-OPERATION WITH CONSUMERS. OUR PRODUCTION GOES DIRECT FROM FACTORY TO FAMILY, WITHOUT TRIBUTE TO MIDDLEMEN.

NOTICE TO POSTMASTER.

This envelope contains an offer to the addressee, of goods on thirty days trial. It should not therefore be delivered to another person if undeliverable to rightful owner.

In accordance with Section 553 as amended (see U. S. Official Postal Guide,) Postmaster is requested to return us this parcel, if not claimed or delivered in 10 days; return-postage on it will be paid by us on receipt. If fifty or more envelopes are undeliverable notify us and hold them for orders.

The Karkin Soap Mygy Company.

BUFFALO, N.Y.

Our \$6.00 Factor

IT CONTAINS	RETAIL VALUE.
100 Bars "SWEET HOME" Family Soap This soap is made for all laundry and household purposes, and has no superior.	
10 Bars White Woolen Soap, a perfect soap for flannels	. 1.20
Doz. Modjeska Complexion Soap	.60
Perfume matchless. For all toilet purposes it is the luxury of luxuries. Especially adapted for the nursery or children's use, of those whose skin is delicate.	f r
Doz. Elite Glycerine Toilet Soap, very fragrant	.25
I/ Doz. Old English Castile, (large six ounce cakes)	30
Doz. Old English Castile, (large six ounce cakes) A pure milled Castile Soap, made from pure olive oil. Superior to ordinary Castile.	
Doz. "Creme" Oatmeal Toilet Soap, scented	25
Doz. Sulphur Soap, scented The antiseptic qualities of sulphur baths promote the genera health; remove hives, prickly heat or other eruptions.	30 i
Doz. Larkin's Tar Soap	.30
One Bottle (one ounce) Modjeska Perfume	1
One Jar (two ounces) Modjeska Cold Cream:	2
One Vial (two ounces) Modjeska Tooth Powder	2
One Stick Witch Hazel Shaving Soap	10
The Contents, if Bought of Retail Dealer, actually costs Your choice of premiums, either one worth two dollars or more at retail	\$10.00
	WALL STORY DAVIGE SAN ENGLY

y to Family Box

If you desire changes in contents of box, we will pack a box especially for you. You can have the full list value—\$10.00—in Soaps of your own selection. If you want all "Sweet Home" Soap, we will send you 200 bars and omit all of the other goods.

ORDER TO-DAY. Your money will be promptly returned to you upon request if, after thirty days' trial, you are not perfectly satisfied with the "Factory to Family" Box and the Premium.

If our description of the premium you receive, or of the soaps, etc., leads you to expect anything different than you find it, no charge will be made for what you have used, and we will take the goods away at our own expense. HOW CAN WE DO MORE?

We will ship goods day after order and money are received and send, besides the premium you select, a nice present for the lady of the house. No book-keeping or collecting, and you get the benefit. This is true co-operation. Our goods are known to our customers who are in every town and city, and we will cheerfully name some of those who are near you as references, if you wish it. We also refer you to any banker in the U.S. If you remit by P.O. or Express money order or bank draft or check we will be responsible for safe receipt of the money. We guarantee the safe delivery of everything we ship.

We will send you FREE, with a \$6.00 "Factory to

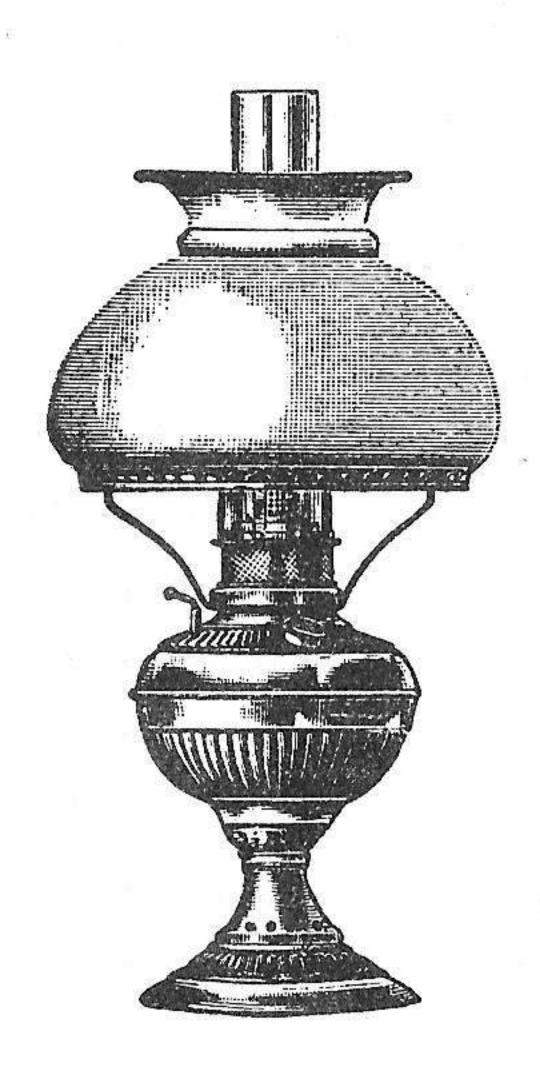
SILVER CAKE BAS

nine inches in diameter—guaranteed quadruple plated on puengraved, worth at retail \$2.50, or, if you prefer, we w

Silver Butter Dish, Berry Dish with Glass Bowl,

of same quality instead of Cake Basket. Lack of space rall these chaste and beautiful articles.

Railroad companies decline responsibility for valuable articles of it is, therefore, sent by express. The soap goes as usual by freight.



TEASPOONS } ROGETS Bros.

OF BEA

Pick

There is but one quality of Silverware bear knows that it stands for the best that can be made usage last forever. Sent by mail, postpaid.

Or A POLISHED F

of forty candle power, central draft patent burn dome shade and shade-holder. Height, 16½ is is made by the manufacturers of our famous "' Family" Box, a

KET,

ire white metal, elegantly ill send you a beautiful

le Caster, or Syrup Pitcher.

revents illustrating here



silverware if sent by freight,

YOU CAN HAVE

1847, A 1, Silver Plated { TABLESPOONS

UTIFUL PATTERN.

ing the trade mark of "Rogers Bros., 1847, A1." The whole world de. Every piece is warranted for ten years, and with ordinary fair

HCKEL "KEYSTONE" LAMP

er. Complete as shown in this cut, with wick, chimney and opal iches; holds one quart of oil. Every lamp guaranteed perfect. It hautauqua Onyx Banquet Lamp." Sent by freight with the soap.

he Larkin Soap Mfg. Company.

BUFFALO, N. Y.



JOHN D. LARKIN Jr.
PRESIDENT
LARKIN CO Inc.

How to Start a Larkin Club

Posted on: January 23, 2020 Edited by: Brian D. Szafranski Elma New York USA Please do not reprint or republish this document for commercial gain.

Makes Dreams Come True

HERE are thousands upon thousands of people—folks who are our friends in a very real sense—who have learned that by turning to the Larkin Catalog they can make their home a place of comfort and beauty. For them the Larkin Plan has made dreams of a cozy home come true. And the letters of satisfaction that come to us daily from our friends are a continual source of inspiration that lead us on to new heights in our work of service to American homes.

Is your home all that you want it to be? If not, the Larkin Plan gives you the opportunity to make it so. Learn for your-self what it means to be a member of a Larkin Club, or the satisfaction and happiness of running a Club of your own. The furniture, lamps, rugs, silverware and many other things that you would like in your own home may easily be yours.

Back of every transaction is the Larkin guarantee of "Satisfaction, or your money back" and the visible evidence, in the form of the vast Larkin factories, that just as we have served millions in the past 23 years, so we can serve and satisfy you. It gives me great pleasure to invite you to join this great happy Larkin circle and make your dreams come true.

John S. Lankingl.

ESTABLISHED 1875. INCORPORATED 1892.

> The Lowbin Boom / Mg. Compromy. BUFFALO, N.Y.

Date

GENTLEMEN:-You may ship me, subject to thirty days' trial.

One Combination Box of the Larkin Soaps, etc.

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Select only a premium we offer.) (State here what premium you desire.

remit you \$10.00; if not, I will notify are subject to your order and you must remove them, making no If after thirty days' trial I find the Soaps and the Premium entirely satisfactory and as represented, I will remit you \$10.00; if not, I will notifu you goods are subject to yo charge for what I have used.

{ To be signed only by } { Head of Family. } (Street Address,).. (P. O.) (Occupation, (Name,)

(State)

Give shipping or any special packing instructions on back of this sheet.

New patrons can facilitate prompt On account of the great number of customers we have, similarity of names sometimes causes confusion on our books—to avoid which please give Occupation, Street and Number. New patrons can facilitate prompt shipment by naming references to a bank or business house (not dealers in soap).

Cash sent with this order secures an extra premium of value, and shipment day after order is received.